

**Notice of Funding Availability**  
**GAME CHANGER**  
**COMPETITIVE GRANTS**

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**Questions & Answers 6/27/2012**

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*Thank you for your interest in MEA Game Changer Competitive Grants and for your inquiries about this new programmatic offering. Below, please find answers to questions from parties interested in applying for Game Changers. Some questions have been paraphrased for the sake of brevity; some questions have been "scrubbed" to protect potentially confidential or proprietary information.*

*Be sure to check on other Q&A's at the MEA Game Changer website @ <http://energy.maryland.gov/Business/gamechanger/index.html>*

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- Q) We use data to find gushers of efficiency potential in residential building stocks and spoon-feed customized efficiency recommendations to stakeholders. We are at the stage to launch a pilot and actively look for...partners. When is a good time for us to have a conversation about your program and how we may participate?
- A) MEA encourages Game Changer Applicants to review MEA's Game Changer website @ <http://energy.maryland.gov/Business/gamechanger/index.html> and the Game Changer Competitive Grants Outline downloadable from that site, and to submit an application if they think that their project or market strategy will meet the primary objective of bringing innovative energy generation technologies to Maryland. Energy efficiency projects or market analyses would not qualify under this competitive grant opportunity.
- Q) May we submit more than one solar project grant application? If not, may we submit one application that covers a couple projects?
- A) Applicants can submit more than one solar project grant application, or more than one application related to any technology, but Applicants should understand that not all applications will result in an award and that MEA does not expect at this point to make multiple awards to any one Applicant. To answer the second question, Applicants should submit one application per project.
- Q) Is the \$250k cap per application?
- A) As noted in the Notice of Funding Availability, MEA expects most grant awards (and thus applications) to range in size from \$25,000 to \$250,000, depending on the quantity and quality of grant applications received.
- Q) Is there any preference given for public-sector buildings?
- A) No.
- Q) Are there any post-award compliance requirements that we need to know that aren't listed in the Ts & Cs, such as Davis-Bacon?
- A) Game Changers is not funded by ARRA funds, so Davis Bacon does not apply. However, all grants are subject to all applicable State and federal requirements.

- Q) For the Game Changing Project section, it is noted that the applicant may request an amount up to/equal to the difference in installed costs between “game changer” technology and “conventional technologies or systems”. In [our] experience ... the cost [for conventional technologies]... is well below [the amount specified]. Game Changing solutions would be in this range or a little higher.... With such a high threshold for Game Changers in terms of getting funding, [we] would like to note that it would be hard to show the true incremental cost of the game changing technology and it'd be exceedingly difficult to leverage outside funds on these projects. (Paraphrasing: How would Applicants calculate funding requests in such situations?)
- A) In this situation, Applicants can present a case on alternative baseline cost numbers-for conventional technology installed costs, backed up by reasonable calculations, assumptions, and ideally, actual data from installed projects.
- Q) For projects involving more than one technology/system, from below table, which one to be compared? Most pricy conventional versus proposed game changer. Or cumulative total costs of conventional versus game changer if each such technology or system were installed separately?
- A) Applicants should pro-rate their funding support requests in proportion to the amount of energy produced by each individual technology.
- Q) We are currently working on a project for [xxx] to demonstrate our clean energy technology that mitigates GHG from the burning of any fossil fuels...and we are in the process of scaling up our technology. We are at 1/4 scale right now and should be at 1/2 scale by August. I'd be delighted to have you come by and see what we're doing and explain what we need to do to qualify for the funds.
- A) MEA will not be able to conduct site visits of potential Game Changer projects prior to making awards, although it may request that Applicants make oral presentations at MEA offices about their projects. MEA encourages Applicants to use their best judgment on whether or not their projects meet Game Changer eligibility criteria and submit an application based on that judgment. MEA may conduct site inspections of projects that have received Game Changer grant funding..
- Q) I have a question about the intent of *Game Changer Project* category and eligible technology. Under the section *Eligible Criteria* "Solar Water Heating" is listed as an eligible technology, however under the initial description of *Game Changer Project* on page 1, it does not appear to include solar water heating applications. Can you please clarify as to whether solar water heating projects using traditional solar water heating collectors in eligible or not?
- A) Game Changer projects may be innovative on the technology (e.g., advanced SWH collectors), system (e.g., SWH collectors + storage + controls + SCADA that yield production benefits), or application (e.g., large-scale or high-temperature SWH collectors that provide hot water or other services for multiple dwellings) level. Full evaluation and final decisions on projects will be made after complete applications have been received.
- Q) Lagoon areas that are being replaced by modern treatment facilities are: 1) large flat space perfect for a solar array; 2) adjacent to a new plant which uses more electricity than the old lagoon method; 3) within the treatment facility's fenced-in and secure area; and 4) offer a win-win situation... the investors get their returns, and the towns and their ratepayers would get lower energy bills. Does this sound like the type of thing that might qualify for a Game Changer grant?
- A) Applicants should decide if their projects are innovative in terms of technology, system, or application and submit the best application they can after reviewing the MEA website and Game Changer Competitive Grants Outline.

- Q) I think I'd have a great proposal for a market strategy. Would want it to stay pretty confidential outside of MEA until that September deadline, however. Would that be doable?
  - A) In accordance with Maryland's Public Information Act, and unless otherwise required by law, MEA intends to withhold from public disclosure any properly identified confidential commercial information contained in Game Changer applications; however, disclosure of other types of non-confidential commercial information may be required under the Public Information Act. Once awards are made, MEA will publicly announce winning projects and market participants.
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*Thanks!*

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